

February 2014



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## Marion-Polk County FSA Updates

\*\*\*New Fax Number\*\*\*

FSA has adopted a new fax system called Fax2Mail. Effective immediately, FSA has a new fax number. Please update your records with the current number: **1-877-885-8382**.

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### Marion-Polk County FSA Office Dates to Remember

650 Hawthorne Ave SE, Ste  
130  
Salem, OR 97301-5894

Phone: 503-399-5741x2  
Fax: 877-885-8382

**County Executive Director:**  
Janelle Huserik

**Farm Loan Manager:**  
Scott Nieman

**Program Technicians:**  
Debbie Pothetes  
Bev Schmidt

- **March 15 - NAP Sales Closing Date** - beans/fresh, broccoli, camelina, cantaloupe, cauliflower, cucumber, lentils, mustard, oats/hay, peas, potato, pumpkin, safflower, sunflower, squash, tomato, watermelon
- **March 15 - Crop Insurance Sales Closing Date** - AGR-Lite (new) barley, beans/processed, field corn, sweet corn, spring oats/grain.
- **May 1 - Crop Insurance Sales Closing Date** - Nursery
- **May 15 - NAP Sales Closing Date** - Buckwheat
- **May 15 - Acreage Reporting Deadline** - Cabbage (planted 3/12 - 4/20)
- **May 26 - Office Closed** - Memorial Day Holiday
- **July 15 - Acreage Reporting Deadline** - Spring Alfalfa Seed, Grass for Seed, Cabbage (planted 4/21 - 6/10), Onions (planted 2/15 - 5/12), CRP, All other crops.
- **August 15 - Acreage Reporting Deadline** - Cabbage (planted 6/11 - 8/10)

**Next County Committee Meeting:** April 9, 2014 at 8:30am

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### Are Your Farm Records Accurate?

It is important you inform our office how you operate your farm and/or land to ensure accuracy of your farm records. This includes anything from your legal name and tax id number to your business entity(s), member shares, or changing to a trust. You are responsible to ensure the farm records, including crop acreage reports, correctly correspond with how you market your crops/livestock (including shares of all involved), as well as matching

how you file your taxes. If you have any questions, want to review your records on file, or would like to schedule an appointment to make any changes, please call the office at 503-399-5741x2.

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## County Committee Election Results

County committee elections are over, the ballots are counted and the results are in...

- Molly McCargar of Gervais was elected to represent LAA #1 for a 3 year term.
- Kirk Fast of Amity was elected to represent LAA #2 for a 3 year term.
- Leonard Gilson of Monmouth was elected as Vice Chairperson to represent LAA #3 for a 2 year term, and Ron Quiring of Rickreall will serve as the first alternate.
- John Beitel of Stayton was elected as Chairperson to represent LAA 4 for a 1 year term, Robert DeSantis of Silverton will serve as the first alternate, and Gary Butler of Stayton will serve as the second alternate.

Elected county committee members typically serve a three-year term and are responsible for making decisions on FSA disaster, conservation, commodity, and price support programs, as well as other important federal farm program issues.

County committee members are a valuable asset because they are comprised of local producers who participate in FSA programs themselves and have a direct connection to farmers and ranchers in the community. All recently elected county committee members and alternates took office on February 18, 2014.

For more information about county committees and the election process, please contact your local FSA Office or visit [www.fsa.usda.gov](http://www.fsa.usda.gov).

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## Microloan Program

The Farm Service Agency (FSA) developed the Microloan (ML) program to better serve the unique financial operating needs of beginning, niche and small family farm operations.

FSA offers applicants a Microloan designed to help farmers with credit needs of \$35,000 or less. The loan features a streamlined application process built to fit the needs of new and smaller producers. This loan program will also be useful to specialty crop producers and operators of community supported agriculture (CSA).

Eligible applicants can apply for a maximum amount of \$35,000 to pay for initial start-up expenses such as hoop houses to extend the growing season, essential tools, irrigation and annual expenses such as seed, fertilizer, utilities, land rents, marketing, and distribution expenses. As financing needs increase, applicants can apply for a regular operating loan up to the maximum amount of \$300,000 or obtain financing from a commercial lender under FSA's Guaranteed Loan Program.

Individuals who are interested in applying for a microloan or would like to discuss other farm loan programs available should contact their local FSA office to set up an appointment with a loan official.

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## FSA Allows Lenders to Use Evaluations Instead of Appraisal for Loans of \$250,000 or Less

Lenders that originate Farm Service Agency (FSA) guaranteed loans may now use internal real estate "collateral evaluations" to support loan requests of \$250,000 or less, rather than appraisals.

This policy change will allow lenders more flexibility and a faster underwriting process, and is consistent with

industry standards.

Lenders must follow their regulator's "Interagency Appraisal and Evaluation Guidelines" and apply these same policies to FSA guaranteed loans as non-guaranteed loans. In addition, lenders should request an appraisal when they would do so for unguaranteed loans even if the loan is under the threshold, such as when the expected loan-to-value is above their established standards.

A description of the method of establishing the real estate value – whether appraisal or evaluation – needs to be described to FSA in their credit presentation.

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## Farm Storage Facility Loan Program

The Farm Storage Facility Loan Program (FSFLP) allows producers of eligible commodities to obtain low-interest financing to build or upgrade farm storage and handling facilities.

The new maximum principal amount of a loan through FSFL is \$500,000. Participants are now required to provide a down payment of 15 percent, with CCC providing a loan for the remaining 85 percent of the net cost of the eligible storage facility and permanent drying and handling equipment. Additional security is required for poured-cement open-bunker silos, renewable biomass facilities, cold storage facilities, hay barns and for all loans exceeding \$50,000. New loan terms of 7, 10 or 12 years are available depending on the amount of the loan. Interest rates for each term rate may be different and are based on the rate which CCC borrows from the Treasury Department.

Payments are available in the form of a partial disbursement and the remaining final disbursement. The partial disbursement will be available after a portion of the construction has been completed. The final fund disbursement will be made when all construction is completed. The maximum amount of the partial disbursement will be 50 percent of the projected and approved total loan amount.

The following commodities are eligible for farm storage facility loans:

- Corn, grain sorghum, rice, soybeans, oats, peanuts, wheat, barley or minor oilseeds harvested as whole grain
- Corn, grain sorghum, wheat, oats or barley harvested as other-than-whole grain
- Pulse crops - lentils, small chickpeas, dry beans and dry peas
- Hay
- Renewable biomass
- Fruits (including nuts) and vegetables - cold storage facilities
- Honey

For more information about FSFL please visit your FSA county office or [www.fsa.usda.gov](http://www.fsa.usda.gov).

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USDA is an equal opportunity provider and employer. To file a complaint of discrimination, write: USDA, Office of the Assistant Secretary for Civil Rights, Office of Adjudication, 1400 Independence Ave., SW, Washington, DC 20250-9410 or call (866) 632-9992 (Toll-free Customer Service), (800) 877-8339 (Local or Federal relay), (866) 377-8642 (Relay voice users).